

PROGRAMS AND SERVICES FOR NEW ENTRANTS TO AGRICULTURE

The governments of B.C. and Canada as well as local organizations and institutions provide B.C. new entrant farmers with various business planning, financing and skill development opportunities to support their entry and success in the agriculture industry. For more information on Government-led events, programs, resources or services available to support New Entrants, please visit <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/starting-a-new-farm> or contact AgriServiceBC@gov.bc.ca

BUSINESS, PLANNING AND LAND ACCESS RESOURCES

- **New Entrant Farm Business Accelerator Program** supports the growth of new entrants by providing financial support for the development and implementation of farm business plans and growth strategies through access to cost-share funding for infrastructure. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/new-entrant-farm-business-accelerator-program>
- **B.C. Land Matching Program** provides land matching and business support services to new farmers looking for land to farm as well as landholders interested in finding someone to farm their land. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/land-matching>
- **New Farm Start-up Guide** assists prospective or new farmers in planning their farm, identifying market opportunities, determining the best products to sell, creating a farm enterprise plan, and establishing a profitable farm operation. https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/new_farm_start-up_guide.pdf
- **Taking Stock Self-Assessment for Beginning Farmers** helps new farmers identify strengths and weaknesses in their management skills and will guide them through how to set and prioritize goals to operate a successful farm business. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/taking-stock>
- **Enterprise budgets** provide information on production costs and returns to quickly evaluate a farm business. KPU's Institute for Sustainable Food Systems has designed a number of them specific to small-scale operations that sell primarily through direct sales channels. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/running-a-farm-business/enterprise-budgets>.
- **B.C. Good Agricultural Practices Guides** provides a whole-farm approach covering all aspects of food safety for crop and livestock production. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/food-safety/good-agricultural-practices>
- **Farm Management Canada** provides business management information, webinars, tools and resources to position Canada's farmers for success. <https://fmc-gac.com/>
- **Growing Your Farm Enterprise** is a supplemental guide that has tips on how to grow a farm business once established. <https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/growingyourfarm.pdf>
- **Young Agrarians Business Mentorship Program** offers one-on-one business mentorship support to new farmers. Their business webpage also offers a number of links to farm business tools that have been recommended by farmers. <http://youngagrarians.org/tools/business/>
- **Local Community Futures** offices may also provide business consultation services and financing options. Call your regional office for more information. <https://www.communityfutures.ca/>

FINANCIAL SERVICES

- The Federal Crown corporation **Farm Credit Canada** and other diversified financial services providers such as the **Bank of Montreal, Scotia Bank, Royal Bank** and **Vancity** have various loan products in place to assist New Entrants.
- **Agriculture and Agri-Food Canada** offers a number of programs and services that provide support to Canadian businesses. <https://agriculture.canada.ca/>

Programs of potential interest include:

- **Canadian Agriculture Loans Act** is a program designed to help increase the availability of loans to farmers and agricultural co-operatives. <https://agriculture.canada.ca/en/programs/canadian-agricultural-loans-act>
- **Advance Payments Program (APP)** provides agricultural producers with easy access to low-interest cash advances. Call their offices to inquire about adding products to the rates list. <https://agriculture.canada.ca/en/programs/advance-payments>

NETWORKS

- **BC Young Farmers** is a committee under the BC Agriculture Council whose members range from 19-40 years old, with small to large operations from commodities including beef cattle, berries, dairy, field vegetables, flowers, grains, greenhouses, hay, nurseries, pork, poultry, eggs and more. <http://www.bcyf.ca/>
- **Young Agrarians** is a network for new and young ecological and organic farmers. They administer the B.C. Land Matching Program, business mentorship program as well as offer many workshops and farmer mixers across the province. <http://youngagrarians.org/>
- **Canadian Association of Farm Advisors** helps family farm businesses solve their unique challenges. <https://www.cafanet.ca/>
- **Kootenay Boundary Farm Advisors** provides free technical, advisory support to agricultural producers in the Kootenay regions. They also run field day events and organize workshops for farmers to learn and share ideas. <https://www.kbfa.ca/>
- **BC Institute of Agrologists** have over 1,300 practicing Agrologists, who are professionals in areas including agriculture, food production, environment and resource management. Find an Agrologist at <https://www.bcia.com/about-us/bcia-agrologists/contract-agrologist>
- **BC Farmers' Institutes** offer workshops, farm tours, professional development opportunities, farmers' markets and social events to benefit farmers, farms, other agricultural stakeholders and the local community. Connect with your local Farmers' Institute for more information. <https://bcfarmersinstitutes.ca/>
- **B.C. Agriculture Council (BCAC)** has links and information for different industry associations. BCAC also offers information about the Environmental Farm Plan Program, Climate Action Initiative, industry events and instructions on how to get a Farmer ID card. <https://bcac.ca/>